


I. Preparation for RFP & RFQ





Preparation for RFP & RFQ

Dr. Catherine Ross
Harry West Professor and Director of the Center for Quality Growth and Regional Development
Georgia Institute of Technology

Atlanta BeltLine Decision Support Tool Strategic Planning Session, Georgia Tech, : Atlanta, Georgia October 16, 2008


© 2008 by CQGRD. All rights reserved.
Please cite Georgia Institute of Technology and the Center for Quality Growth and Regional Development whenever portions are reproduced.



Request for Proposals (RFP)

A Request for Proposal (RFP):

- Is an invitation for suppliers to submit a proposal on a specific commodity
- Brings structure to the procurement decision and identifies risks and benefits
- Can dictate the exact structure and format of the supplier's response



I. Preparation for RFP & RFQ

Atlanta BeltLine Decision Support Tool		
	Request for Proposals (RFP)	<div><div>Key Objectives of RFPs<ul style="list-style-type: none">• To obtain correct information• To decide on strategic procurement• To leverage the company's purchasing power</div><div>Key Benefits of RFPs<ul style="list-style-type: none">• Informs suppliers of intent to procure• Requires the company to specify what it wants to purchase• Alerts suppliers that the selection process is competitive• Allows for wide distribution and response• Ensures suppliers respond factually• Can demonstrate impartiality</div></div>
eOGRI		

Atlanta BeltLine Decision Support Tool		
	Request for Proposals (RFP)	<div><div>Components of a Typical RFP<ul style="list-style-type: none">• Organizational Overview• Description• Target Audience• Required Deliverables• Assumptions and Agreements• Technical Proposal• Time-Cost Proposal• Submission Deadline</div></div>
eOGRI		

I. Preparation for RFP & RFQ

Atlanta BeltLine
Decision
Support
Tool

Request for Qualifications

A Request for Qualifications (RFQ):

- Contains desired minimum qualifications of the firm
- Provides a scope of work statement
- Places greater emphasis on the track record of potential contractors



THANK YOU!

Center for Quality Growth and Regional Development
Georgia Institute of Technology | Atlanta, Georgia
www.cqgrd.gatech.edu

© 2008 by CQGRD. All rights reserved.
Please cite Georgia Institute of Technology and the Center for Quality
Growth and Regional Development whenever portions are reproduced.

